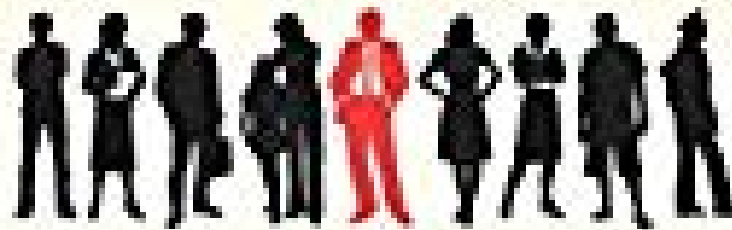


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THE *NEW YORK TIMES* BESTSELLER

FORMER CIA OFFICERS TEACH YOU
HOW TO DETECT DECEPTION

SPY THE LIE



PHILIP HOUSTON, MICHAEL FLOYD,
AND SUSAN CARNICERO

WITH DON TENNANT

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Philip Houston

**Spy the Lie: Former CIA Officers Teach You How to
Detect Deception**



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THE NEW YORK INSTANCES BESTSELLER Three former CIA officers--among the world's foremost authorities on recognizing deceptive behavior--share their proven techniques for uncovering a lie. Imagine how different your life would be if you could tell whether someone was lying or telling you the truth. Be it employing a new employee, investing in a financial interest, speaking with your child about medicines, confronting your significant other about suspected infidelity, or actually dating someone new, having the ability to unmask a lie can have far-reaching and also life-altering consequences. Through exciting anecdotes from their intelligence careers, the authors teach readers how to recognize deceptive behaviors, both verbal and nonverbal, that we all tend to display when we react to questions untruthfully. *Spy the Lie* chronicles the captivating tale of how they utilized a methodology Houston developed to detect deception in the counterterrorism and criminal investigation realms, and shows how these techniques could be applied in our daily lives. As former CIA officers, Philip Houston, Michael Floyd, and Susan Carnicero are among the world's best at recognizing deceptive behavior. You may never read another publication that has a even more dramatic impact on your career, your associations, or your own future. *Spy the Lie* is a game-changer. For the very first time, they talk about with the general public their methodology and their secrets to the artwork of asking queries that elicit the reality.



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"Don't Practice on your own Significant Other" This book's authors have a long time of experience interviewing CIA assets, CIA employees, and a variety of ordinary people in non-CIA settings. Their specialty is usually in determining when someone is lying. Evidently catching your spouse in all of those small white lies can put unnecessary pressure on the romantic relationship. We watch out for deception indicators that begin in the first five seconds after a question. Exceptional information. Five Stars This book is incredible. Detecting deception isn't magic and it is not infallible. But it is possible to become better at it than the majority of us are now. The book identifies several barriers to accurately detecting deception. We expect a lot of people to be honest, we ask the wrong questions, and we search for the wrong "tells" in other's behavior." while the bad guy will need to give a longer, more properly worded response. I don't an English indigenous speaker, it really is my second vocabulary. Readers figure out how to ask questions that want different mental processing from guilty versus innocent suspects. One technique is to ask questions a good guy will answer with an immediate--and maybe angry--"No! And we make an effort to watch everything they do rather than focusing on a small number of reliable indicators. This skill in detecting deception did a lot of great, helping their clients make smarter decisions about employing the right new worker, trusting the right baby sitter, and prosecuting the individual who really "did it. And we search for clusters of indicators rather than for single actions. There is more to it, of program, but this is actually the core methodology the reserve presents. It's good stuff. And it's really learnable. I attended a training session conducted by the authors' company (QVerity, together with hemsleyfraser) this week. I had paid attention to roughly three-quarters of the audiobook during a long car trip the day before. However, there are various behaviors to see, both verbal and non-verbal, that, when clustered jointly, can give you a good indication if someone has been deceptive. Everyone was also able to do this after two hours of training. So it appears to me that the book is nearly as valuable to be taught these abilities by the authors themselves. Another cause is certainly that verbal indicators of deception can be skipped or misunderstood. Methods I've used the methodology? A final comment. The reserve closes with a warning to use these skills only for good. And to not really practice them on our significant others. Plus they are great at it. I may have produced a variation of this mistake by giving my wife a duplicate of the publication and inviting her along to the training. Uncertain that was such a good idea. We'll see. Deception Detection Primer This book is well written and is ideal for the newbie like me to understand the concepts: easy to follow, logically structured, points explained well and with examples, points tied together so you understand how they can fit. A few reviewers believe the factors in the book are obvious. Many of them are, but I believe the easy-to-follow composing makes the points

seem even more obvious. Superficially, and taken individually, many of these concepts do seem apparent. The hard part is coming to a precise summary about deception. Could possibly be just more than enough to get some good people in big trouble thinking they know more than enough now! I recommend both books if you are interested in this topic. How can you tell if a particular instance of the behavior can be a deception indicator or not really? The book gives a framework for when deception indicators are, at that moment, an indicator of deception. It is a well-written, exciting book on a very useful topic. The book goes into exceptional detail about how to recognize verbal indicators also to tell whenever a verbal indicator is certainly, in fact, likely to be deception.. They tell you the questions that the detectives asked and described how and just why these questions did not work in eliciting feasible deception. Very interesting. The book stresses the limitations of these ideas. You won't read this reserve and become a human being lie detector. Very insightful and helpful, with an extremely approachable style. Nevertheless, you May gain insights and be better at deception recognition just from scanning this book. For example, when you watch a suspect interviewed on a information present like Dateline NBC, you'll spot the verbal cues that indicate feasible deception, and you will never watch these shows in quite the same manner. Prior to reading this book, I read "I Know You Are Lying" simply by McClish. Both books cover a lot of the same materials, but from somewhat different perspectives. For example, a commonly-thought indicator of deception is certainly crossing your arms. I recommend reading "Spy the Lie" first, as it seems to give a more total framework for applying these tips, then browse the McClish book for additional insights. Coolest Reserve I've Ever Read I read a book weekly. Of 2014, this is by significantly the COOLEST book I've read! Everything from business, leadership, religious, etc. As soon as I completed it I wanted to pick it up again. The examples in the book have become informative. 1.3. Predicated on what I learned from the book I was able to prosper in the video pre-test, successfully distinguishing a lying suspect from the four who informed the truth. I highly recommend it. Because it has an amazing methodology for observing deceptive behavior. I understood a particular QB had been deceptive about his back again pain after an NFL game press meeting. 2. I could tell when somebody is withhold information when becoming interviewed on the news headlines. They modestly exhibit that no one can become a individual lie detector. A. Lots of real-world software for the stuff taught in this publication! By people who developed it and used it in the C.I. I know what questions to ask my children if I believe they are lying to me.!

Very informative reading and very easy to understand One of the best books in English I read. We all lie.. CANNOT Put This Down Read it in a single night; The book divided into short episodes, which make it very easy to learn without been wounder just how many pages to the next episode. The authors managed to get easy for me to digest the topic

matter while learning from their encounters. I am reviewing sections that I feel are tools I can benefit from. The material was light, easy to comprehend, relatable, and even humorous at times... Among the better parts of the book, in my opinion, discussed the initial interrogation of OJ Simpson before his murder trial. More insight, more methods, even more observation clues, and we are not sure where to move next for these additional things I seek. Well crafted. Now what? For anyone who has a profession in knowing when individuals could be untruthful, this is for you personally. For parents of teens, this is actually the book for you. Incredibly helpful! Arms the reader with many useful equipment for sifting out the liars from the truth tellers. Hardly ever seen a far more practical, sensible, and illuminating browse as this in neuro-scientific human behavior. Excellent, Interesting, Informational I read this in one day. Excellent details. I would choose the "Lie-spotting" book, however the reviews stated that all you needed to know was in the TED Talk, and someone recommended this book. I am SO HAPPY that I bought it. When I closed the book last night, I was left seeking more." Sometimes the skills bring pain, making very clear that the waiting around doctor's politeness covers bad news or a spouse isn't really joking about "her boyfriend. I desire I'd had this information before I got married. I'll read it again just to solidify a few of the information.. Great tools to find the truth An easy model to detect deception in others with many examples and assistance in using the model. Being excellent at spotting the lies AND directing an interview to extract those lies requires, I'm sure, lots of practice. Makes me want to sign up for her job! However, not, because bad guys. Great information. One reason is basically because many deception indicators could be false positives. Gets ideal to the point! I love that book gets right to the idea and teaches just what we have to know. Then they ran through the questions they would ask, following a model in the publication, and explained how these questions would have been far better. I could use the model instantly and was astonished at the items I noticed that were described in the book.. not because I'm such an excellent reader, but because the information was so amazing, relevant, and verifiably true. Very impressed by the book! I'd give this 10 stars if I could. The "bad" matter about the book, if you will, is that I'm left wanting more. Could have preserved myself a whole lot of nonsense. Therefore extremely well-written with illustrations that really hit home. Sometimes a jaw-dropping read filled with "AHA" occasions! Loved it! Yeah, those are folks I wanna study from because they are the best. Such reliable indicators of deception include specific kinds of verbal hesitations and evasions as well as specific body movements of which a deceiver is basically unaware. and I loved this book This book was a pleasure to learn in a single day. Why? I really enjoy this reserve." Still, it's better to know, isn't it? Everyone should read it!



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